

## Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 PA-02 /020 W  
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P R 160855Z OCT 75

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC PRIORITY 3848

USDOC WASHDC

INFO AMEMBASSY ABU DHABI

AMEMBASSY CAIRO

AMEMBASSY DAMASCUS

AMEMBASSY TEHRAN

USINT BAGHDAD

UNCLAS KUWAIT 4221

E.O. 11652: N/A

TAGS: BEXP

SUBJ: PROPOSED INDIANA STATE IOGA TRADE MISSION

REF: STATE 210413

1. EMBASSY NOTES THAT BOTH INDIANA AND NORTH CAROLINA PLANNING MISSIONS TO KUWAIT FIRST PART OF MARCH. WE ABLE TO HANDLE LOGISTICS AND PLANNING OF BOTH BUT NEED MINIMUM TWO WEEK INTERVAL BETWEEN MISSIONS. SINCE BOTH GROUPS OFFER COMPANIES INVOLVED IN CONSTRUCTION MATERIALS AND SUPPLIES, WE WONDER IF KUWAITIS CAN BE RESPONSIVE TO TWO SIMILAR GROUPS SCHEDULED BACK TO BACK.

2. INDIANA MISSION ALSO CONCENTRATING ON PREFAB HOUSING WHICH ALREADY WELL COVERED SUBJECT IN KUWAIT. NATIONAL HOUSING AUTHORITY, SPONSOR OF KUWAIT'S LARGEST HOUSING PROGRAM, ADVERTIZED PUBLICLY LAST YEAR FOR CONTACTS WITH COMPANIES AND RECEIVED HUNDREDS OF REPLIES. EMBOFFS HAVE SENT AT LEAST 40 US FIRMS TO NHA SINCE JANUARY. NHA HAS ALREADY ANNOUNCED SELECTION OF FOUR HOUSING SYSTEMS FOR USE IN PROGRAM AND TWO OF THESE ARE US. NHA ALSO DEALING DIRECTLY WITH MANY CONSTRUCTION FIRMS, SOME OF WHICH ARE US.

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3. REPS OF OTHER CATEGORIES IN REFTEL (CONSTRUCTION EQUIPMENT

AND MACHINERY, ARCHITECTURAL AND ENGINEERING CONSULTANTS)  
WILL HAVE TO HAVE UNIQUE CAPABILITIES OR PRODUCTS TO SET  
THEMSELVES APART FROM THEIR HUNDREDS OF COMPETITORS.

4. POST APPRECIATES DESIRE OF STATES TO COMPETE FOR SHARE  
OF LUCRATIVE MARKET HERE BUT, AS NOTED BEFORE, KUWAIT HAS  
VERY SMALL NUMBER OF DECISION MAKERS WHO MEET FOREIGN BUSINESSMEN.  
INDIANA IS SEVENTH STATE TO ANNOUNCE TRADE MISSION TO KUWAIT  
AND DE MARCH KUWAITIS MAY WELL GROW WEARY OF SUCH APPOINTMENTS.

5. IF BOTH NORTH CAROLINA AND INDIANA VISIT KUWAIT, WE REQUEST  
MISSIONS BE SCHEDULED AT LEAST TWO WEEKS APART. AS ALTERNATIVE,  
MISSION MIGHT WANT CONSIDER PRIVATE VISITS TO KUWAIT  
AFTER LAST MIDDLE EAST STOP. IF EMBASSY HAS ENOUGH ADVANCE  
INFORMATION ON MAKEUP OF INDIANA TEAM WE CAN ADVISE WHICH  
COMPANIES HAVE BEST PROSPECTS. (POST HAS LIST OF NORTH  
CAROLINA IOGA MEMBERS AND WILL COMMENT ON THEM SEPTTEL.  
STOLTZFUS

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